

## **The STTR Funding Opportunity**

**John Balsam** is Vice-President for Business Development at NHT, Inc., an SBIR awardee and consulting company based in Butte, MT. He has 15 years' experience serving business clients, with a primary focus on markets, market research, technology commercialization, and entrepreneurial business development. Since 1992, NHT has supported the commercialization efforts of more than 300 small technology firms nationwide. In 1999, John began supporting the State of Montana's Small Business Innovation Research (SBIR) Outreach Program. In this capacity, he consults to the State to counsel individuals and small-business owners to help them understand and take advantage of the federal SBIR and STTR programs.

## **Government Accounting for Small Business AT a Level You Can Actually Use**

**Shelly Davis** is a Certified Public Accountant with a MBA from the University of Montana and is the Chief Financial Officer for the National Center for Appropriate Technology (NCAT) and its subsidiary, NHT, Inc., both frequent recipients of state and federal grants and contracts over the last 30 years. Before joining NCAT, Shelly worked for 13 years at Butte Technology and Engineering Firm, where she managed numerous SBIR and other government awards. She also brings hands-on entrepreneurial experience through her co-ownership in several small businesses in Butte.

## **Intellectual Property Made Understandable - *Building & Protecting Your IP Value***

**Marti Elder** is an independent business consultant and licensing specialist. She helps small businesses, researchers and independent inventors to maximize the commercial potential of their intellectual property. Elder has been directly involved in securing and managing millions of dollars of Small Business Innovation Research (SBIR) funding. The State SBIR Outreach Office and the MSU TechLink program contract this expertise to benefit regional companies seeking a competitive advantage in the federal SBIR program. Elder is a member of the pre-eminent Licensing Executives Society and her articles have been published by the leading national publications on inventing. More about her services and workshop offerings can be found at [www.martielder.com](http://www.martielder.com).

## **SBIR Data Rights – A Critical Commercialization Concern**

**David P. Metzger** practices in the area of government contracts. His practice concentrates on all aspects of federal government contracting law, including litigation, bid protests, claims, and contract administration issues. He has prosecuted and defended a large number of bid protests before the Government Accountability Office (GAO), agencies, the Court of Federal Claims, and other forums. He has defended terminations for default, prosecuted claims and terminations for convenience before the Boards of Contract Appeals, initiated and defended suits in the federal district courts involving government prime contractors and subcontractors, and brought appeals on behalf of small businesses before the Office of Hearings and Appeals (OHA) of the SBA. He has drafted and litigated teaming and joint venture agreements, advised clients on a wide variety of statutes and regulations affecting government contracts, and handled matters involving audits and investigations, A-76 and out-sourcing challenges, appropriations, commercial items, cost and pricing, the Defense Base Act, employment, the Ethics in Government Act, flow-down clauses, government contracts compliance, employment, enhanced use leasing and privatization, P.L. 85-804 extraordinary contractual relief, Freedom of Information Act (FOIA) requests, GSA Schedules and Government-Wide Acquisition Contracts (GWACs), information technology, intellectual property and technical data rights, licensing, national defense, novations, organizational conflicts of interest, past performance, performance-based contracting, professional services, research consortia, security clearances, Small Business Innovation Research (SBIR) and other small business programs, state and local procurements, suspension and debarment, technology transfer, trade secrets, and other issues. Mr. Metzger has successfully defended cost and pricing and executive compensation disputes with the Defense Contract Audit Agency (DCAA), dealt with Inspectors General, and resolved allegations of fraud and wrongdoing before the Department of Justice. More information can be at <http://www.hklaw.com>

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## **Generating Competitive DoD SBIR Phase I Proposals**

**Mitchell K. Hobish, Ph.D.** has been self-employed as a consultant for over 19 years. He earned his doctorate in biochemistry at The Johns Hopkins University. He has undergraduate degrees in English (minor in electrical engineering), and biology. His career arc has provided him with a unique set of experiences and expertise in space, Earth, and life sciences and their supporting technologies and organizations. This enables him to communicate skillfully with---and on behalf of---a wide range of clients, including businesses of all sizes, academia, and state, federal, and international agencies. Dr. Hobish will work with you to help you reach your goals by performing technical work and by providing oversight and management for complex, team-based projects.

## **Phase II Proposal Writing**

**Jim & Gail Greenwood** has been counseling thousands of businesses and individuals about SBIR since 1983. Each year, they lead a number of highly-effective SBIR/STTR proposal writing and Cost Proposal/accounting workshops, including workshops at National SBIR conferences and numerous state and regional workshops. Their website has a full list of upcoming training workshops, as well as numerous valuable tips on effective SBIR/STTR proposal writing. More information about their services can be found at <http://g-jgreenwood.home.att.net/SBIR.htm>